

FARM MANAGEMENT

Contest Overview

This contest is designed to stimulate instruction of economic and agricultural business management principles in the secondary agriculture curriculum.

Contest Objectives

- I. The ability to apply the economic principles and concepts listed in analyzing the farm business and making farm business management decisions.
 - A. Supply and Demand
 1. Price and Quantity Determination
 2. Elasticity
 3. Substitute, Complementary Products
 - B. Production Functions
 1. Diminishing Returns
 2. Profit Maximizing Point: Benefit-Cost: $MC=MR$
 - C. Opportunity Cost
 - D. Cost Analysis (Fixed Variable)
 - E. Input Combination
 - F. Enterprise Selection
 1. Equi-Marginal Principle
 2. Specialization and Diversification
- II. The ability to analyze and select the most appropriate type of farm business organization for a given farm situation.
 - A. Sole Proprietorship
 - B. Corporation
 - C. Partnership

D. Limited Liability Company

III. To develop the ability to use records and manage resources for optimum returns to resources.

A. Analysis of Records

1. Financial Statements (Balance Sheets)

a. Ratios

- 1). Solvency
- 2). Liquidity
- 3). Profitability
- 4). Enterprise: Labor and Feed Efficiency

2. Profit and Loss

3. Cash Flow Analysis

a. Summary

b. Projections

B. Budgeting

1. Enterprise

- a. Break-even levels
- b. Feed efficiency
- c. Labor efficiency

2. Partial Budgeting

3. Total Farm Budgeting

C. Marketing

1. Functions

2. Structures

3. Price Determination

a. Supply

b. Demand

c. Comparative Advantages

- 4. Price Methods
 - a. Cash Markets
 - b. Futures and Options
 - c. Forward Contracting
- D. Market and Purchasing Structure
 - 1. Cooperatives
 - 2. Independents
- E. Basic Tax Management
 - 1. Depreciation
 - 2. Receipts
 - 3. Expenses
 - 4. Assets and Liabilities
- F. Acquiring Capital
 - 1. Credit
 - a. Sources
 - b. Loan Applications
 - c. Interest
 - d. Time-Value of Money
 - 2. Leasing of Real Property
 - 3. Land Acquisition and Ownership
 - 4. Machinery Management
 - 5. Insurance
 - a. Life Insurance
 - b. Property Insurance
- G. Ag Law
 - 1. Estate Planning
 - 2. Firm Structure

3. Taxes

4. Written Agreements

Contest Format and Scoring

The Farm Business Management Contest will consist of two general parts, a multiple choice test and a problem solving analysis. During the term of this Contest Bulletin, battery operated calculators may be used in either or both of the general parts of the contest. If calculators are used in the contest, they must be furnished by the individual contest participant. **Programmable calculators, palm pilots or calculators that contain keys with letters A-Z may not be used.**

PART I - PROBLEM SOLVING ANALYSIS

The problem solving analysis section of the Farm Business Management Contest is designed to determine the team members' ability to apply economic principles and concepts of farm business management to the decision making process by actual problem analysis and to defend the decisions made.

The problem solving section will consist of 50 questions with each question having a value of four (4) points for a total of 200 points on this section. Contestants will be allowed 90 minutes to complete the problem solving portion of the contest.

PART II - A MULTIPLE CHOICE TEST

The multiple choice section of the Farm Business Management Contest is designed to test team members' understanding of economic principles in farm business management.

Multiple choice questions, some related to problem situations, form the basis for testing understanding of the application rather than definition and identification of economic principles.

The test will consist of 50 questions with each question having a value of three (3) points for a total of 150 points on this section. Ninety (90) minutes will be allowed for contestants to complete the multiple choice test.

Contest Rules

1. All team members will work individually. Team members may use silent battery-operated calculators during the contest (team members **MUST** furnish their own calculators).

2. The General Rules, as listed in the National FFA Career Development Events Bulletin, 1996-2000, will apply to this contest in regard to team eligibility.
3. All tests and problems (including correct answers) used in the contest may be given out during the Convention at the contest superintendent's discretion.
4. In scoring problems, full credit will be given for accuracy. In developing the problems, intermediate answers will be provided whenever feasible so that mathematical or calculation errors do not severely penalize students in the longer sections of the contest.
5. Any high school agriculture student may take the test at the state level for college credit -- Agricultural Economics 260 (at the University of Missouri-Columbia); however, that student may not participate in the State Farm Management Contest thereafter.

References

Farm and Ranch Business Management, Deere & Co., Distribution Service Center, Dept. 810, 1400 Third Avenue, Moline, IL 61265.

Profit Maximizing Principles, Ohio State--available from IML, University of Missouri, 2316 Industrial Drive, Columbia, MO 65202.
<http://www.iml.coe.missouri.edu>. Phone: 800-669-2465.

Modern Agricultural Management, Osburn and Schneeberger, Reston Publishing Company, Reston, Virginia.

Agricultural Management and Economics (Curriculum Guide and Student Reference), Revised 1988, Instructional Materials Laboratory, University of Missouri, 2316 Industrial Drive, UMC, Columbia, MO 65202.

Agricultural Marketing (Curriculum Guide), Denker, IML, University of Missouri, 2316 Industrial Drive, Columbia, MO 65202.

Farmers' Tax Guide.